

Madison County Industrial Development Agency

2021 Operations and Accomplishments

Mission Statement

The Madison County Industrial Development Agency's mission is to establish and implement sound economic development strategies in order to enhance the economic vitality of Madison County's businesses, industries, communities, and citizens, leading to an overall better quality of life.

Key to the Agency's mission is the creation and retention of job opportunities, diversification and strengthening of Madison County's economic base, and developing the local economy in a planned, organized, and environmentally compatible manner.

Accomplishments

Despite the disruption of the Covid-19 pandemic, the organization was able to show many accomplishments and to prove its resiliency during these unprecedented times.

- **SEPAC Manufacturing**
 - New owners acquired Lakeside Innovative Technologies.
 - Proposed to expand manufacturing footprint by 50%.
 - Add additional advanced manufacturing equipment to expand production capacity and add employment.
 - Capital Investment of \$1,500,000, retention of 11 full-time employees, and the creation of 7 full-time employees over the course of the next 5-years.
- Helped to secure \$5,000,000 in Upstate Redevelopment Initiative (UIRI) funding for SUNY Morrisville.
 - This funding will help the University to realize their goal to establish the Center for Agriculture & Technology Innovation (CATI) for workforce development and training.
 - Support of SUNY Morrisville is important to the IDA's mission.
- The IDA promoted Madison County's business parks at the local and national level.
 - Ongoing efforts in partnership with CNYRPD and National Grid to update our site profile database of business parks throughout the County, along with marketing those sites to prospective businesses.
 - Over a dozen leads were presented over the course of the year for business recruitment and business expansion prospects.
 - This allows us to further our mission to strengthen economic conditions in Madison County and Central New York.
 - We continue to work with Madison County to develop the Agriculture and Renewable Energy Park (ARE Park).
 - Worked with the Town of Lincoln Planning Commission on appropriate businesses and industries to target as future tenants of the ARE Park.

- Ongoing communication with local start-ups, existing companies, new prospects, along with state and national leads to market existing sites and buildings within the County.
- Maintained IDA website; made improvements and updates as needed.
- Attended the vast majority of monthly Board of Supervisor's meetings and some committee meetings throughout the year as my schedule allowed and when economic development topics were on the agenda.
- Staff has continued to meet regularly with the Board Chairman, Planning Committee and Workforce Development Board representatives throughout the year.
- Served on County RLF committees and partnered with CNYRPD and GSBDC.
- Worked with CRC and GFC to further their missions and goals.
- Active participant of many economic development organizations: board member of the CNY REDC and the Agriculture Committee, Reimagine the Canal developer selection committee, Grow-NY advisory committee, and Treasurer of the NYSEDC, among others.
- Achieved internal efficiency; 100% of all applications for financial assistance were received and addressed in a timely fashion.
- Recognition of IDA projects in the local press for projects and grant awards for local and regional projects.
- Pursued several Community Development Block Grant (CDBG) opportunities in conjunction with Madison County's Planning Department.
- Worked to remain in compliance with current obligations and responsibilities associated with ongoing projects and programs.
- Achieved goals set out for the year as prescribed by the IDA Board of Directors.
- Continued to work with new and existing companies in applying for grant and tax assistance through local, state, and federal agencies.
- Financial statements were audited, and auditors found no deficiencies.
- Worked with SUNY Morrisville on the Start-Up NY program to ensure qualified prospects are aware of opportunities and incentives.
- The vast majority of board members attended 2/3 of all board meetings.
- Worked with Working Solutions and Marquardt Switches on a multi-day business opportunity networking event.